



Latin Asia Business Forum 2012¹

Date: 3 October 2012

Venue: Stamford Ballroom
Level 4, Raffles City Convention Centre
Singapore

0930	Registration
1000 – 1005	Welcome Address Teo Eng Cheong, CEO, International Enterprise Singapore
1005 – 1015	Opening Address Lim Hng Kiang, Minister for Trade and Industry, Singapore
1015 – 1100	Keynote Panel: Asia and Latin America– Partnership in Uncertain Times Asia and Latin America have remained resilient despite global economic uncertainty. As natural partners, both regions are collaborating to generate positive impact towards a global recovery. This session will discuss: <ul style="list-style-type: none"> • With the global economy slowing due to structural weaknesses in developed markets and cooling of key emerging markets, what leadership role can Asia and Latin America play? • How have global trends impacted both regions? • How is the private sector responding to growth imperatives and challenges in these two regions? • How can economies rejuvenate through innovation and new linkages? • What is the next phase for the Asia-Latin America partnership? Moderator: <ul style="list-style-type: none"> • Eric Farnsworth, Vice-President, Americas Society and Council of the Americas Panellist: <ol style="list-style-type: none"> 1. Enrique García, President and CEO, CAF (Development Bank of Latin America) 2. Sunny Verghese, Chairman, International Enterprise Singapore & Co-founder, Group MD and CEO, Olam International
1100 – 1220	Panel 2: Governance for Improving Growth and Competitiveness In a global environment where growth is at a premium, countries at all stages of development are seeking to enhance governance, productivity and ultimately, competitiveness. Sound policies, combined with efficient processes and delivery of public services, can drive foreign direct investment and trade to sustain growth. Asia and Latin America share these same enduring challenges.

¹ The organisers reserve the right to amend the programme without notice.

This session will discuss:

- What challenges do companies encounter when doing business in Asia and Latin America?
- How does the Latin American business environment compare with Asia's?
- What role does technology play in improving governance and driving competitiveness?
- What role does the government play in cultivating private sector development in their own country? How has state-led industrial policy evolved and is it here to stay?

Moderator:

- G. Jayakrishnan, Group Director (Americas), International Enterprise Singapore

Panellists:

1. Vicente Correa Bulnes, Chief of the Minister's Cabinet, Ministry of Economy, Development and Tourism, Chile
2. Sujata Lamba, Director, Finance and Private Sector Development, Competitive Industries Practice and the South Asia Region, World Bank
3. Balagopal Nair, Vice-President, CrimsonLogic
4. Ricardo Pesce, MD, Embraer Asia Pacific
5. Francisco de Rosenzweig, Vice-Minister for Foreign Trade, Ministry of Economy, Mexico

1220 – 1350 **Networking Lunch**

1350 – 1510 **Panel 3: Will the trickle surge? – Charting Asia-Latin America Financial Flows**

Strong macroeconomic management, capital market development, deep structural reforms and a period of robust economic growth have created a conducive environment in Latin America for global investors. Asian investors have begun to explore these opportunities although current flows are still relatively small.

This session will discuss:

- What are the key factors underpinning investor interest in Latin America? What regional differences across Latin American capital markets should be understood?
- Which Asian markets have been participating most actively in Latin America? What diversification opportunities does Latin America offer to Asian investors? What should Asian investors do to equip themselves to better assess these opportunities?
- Latin American public and private sector issuers have been increasingly active in tapping Asian capital markets. What is driving their Asia-based funding strategies? What are the emerging trends for Latin American issuers in Asia, in terms of debt, equity, issue size and issue structure?
- Brazil experienced a significant increase in interest from global financial investors, which has since moderated. What is the outlook for Brazilian assets?

Moderator:

- Martin Fariña von Buchwald, Partner, LXG Capital

Panellists:

1. Shankar Athreya, Senior Vice-President of Strategic Investments, Olam International
2. Magnus Böcker, CEO, Singapore Exchange
3. Rodrigo Felipe Afonso, MD, BB Securities Asia
4. Howard J Han, Chief Representative, Itaú BBA Shanghai Office
5. William McGrath, Head, BTG Pactual Asia

1510 – 1540 Coffee Break

1540 – 1700 Panel 4: Latin America's Energy Sector - The Road Ahead

Perspectives on Latin America's energy future are typically framed by reports of new discoveries, calls for energy sector reform and the global quest for energy security. There is also growing recognition of a Western Hemisphere energy renaissance driven by technological and policy breakthroughs in Canada, US and Latin America. With Latin America's vast energy resources and Asia's growing energy needs, there is sharpened focus on how the two regions will shape the future of the world's energy landscape.

This session will discuss:

- What are the recent and critical developments in the energy sector in Latin America and Asia that should be highlighted?
- How do we balance Latin America's energy resources with Asia's rapidly increasing energy consumption and quest for energy security? What are the risks and rewards of this relationship?
- How significant are renewable energy initiatives in Latin America and are they laying the foundation for sustainable development?
- What impact will the shale gas revolution in North America have on Asia and Latin America?

Moderator:

- Eric Farnsworth, Vice-President, Americas Society and Council of the Americas

Panellists:

1. Gonzalo Gil White, CEO, Integradora de Servicios Petroleros Oro Negro
2. Fernando Kamache, CFO, Petrobras Singapore
3. Kathy Lai, Assistant CEO, International Enterprise Singapore
4. Guilherme Nastari, Director, DATAGRO
5. Sverre Prytz, MD, BW Ventures

1700 – 1705 Closing Remarks

Mary Seet-Cheng, Chairperson, Latin Asia Business Forum 2012 Advisory Board

1730 - 2030 LAB 2012 Networking Cocktail and Welcome Cocktail for the Forum for Emerging Leaders of Emerging Markets

New Asia Bar, Swissotel The Stamford, Level 71

Guest of Honour: S Iswaran, Minister, Prime Minister's Office, and 2nd Minister for Home Affairs and Trade & Industry
